# HANDOUTS

from previous meeting

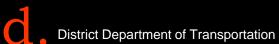


March 17, 2009

#### Proposed Bicycle Transit Center

Union Station, Washington DC





KGP Design Studio
Parsons Transportation Group
bikestation

March 2009







Bike Parking Facility - Tokyo, Japan

Interior Bike Parking Facility -Tokyo, Japan

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### Bicycle Facilities Proposed Bicycle Transit Center Union Station, Washington DC



Bike Facility - Amsterdam

Bike Facility - Amsterdam

District Department of Transportation

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#### Bicycle Facilities Proposed Bicycle Transit Center



Bike Parking Facility - Maihara, Japan



Interior-Maihara, Japan

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## Bicycle Facilities Proposed Bicycle Transit Center Union Station, Washington DC





Millennium Park, Chicago



Millennium Park, Interior



Millennium Park, Dressing Area

#### **Bicycle Facilities**

#### Proposed Bicycle Transit Center

Union Station, Washington DC



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Parsons Transportation Group
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Seatle Sorefront Facilty

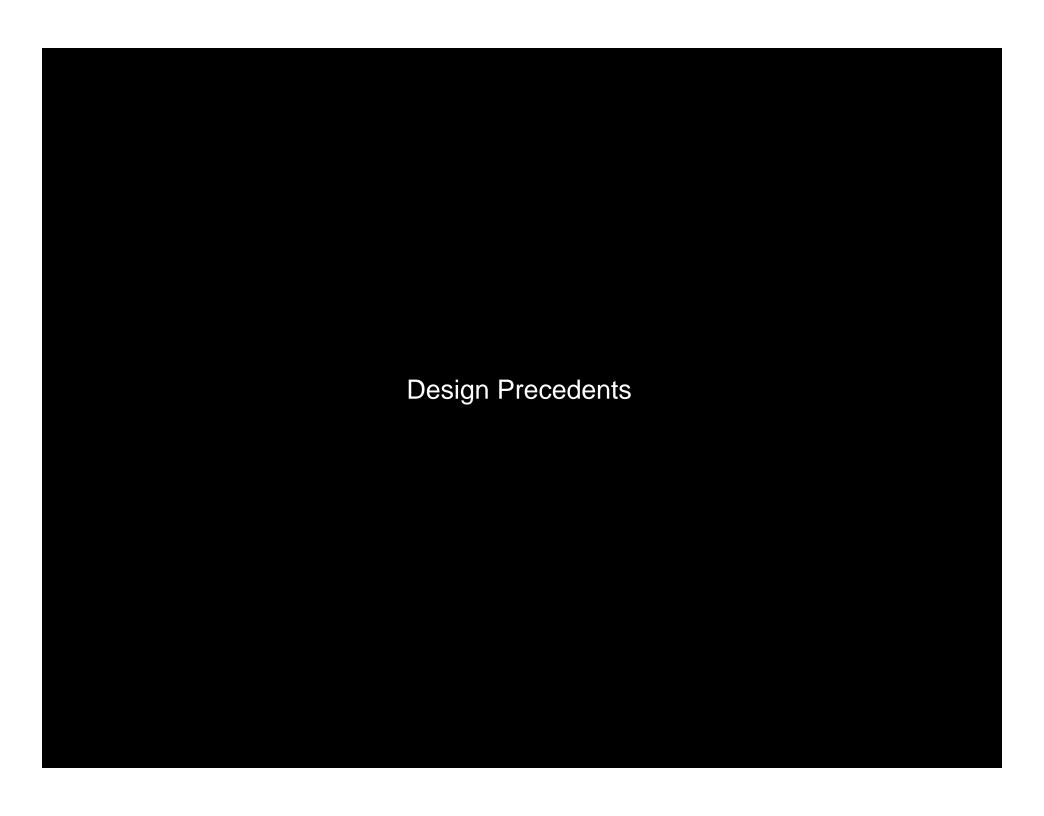


Seatle Sorefront Facilty -Interior

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### Bicycle Facilities Proposed Bicycle Transit Center Union Station, Washington DC





KGP Design Studio

Louvre, France



Parsons Transportation Group bikestation

Design Precedents

Proposed Bicycle Transit Center



Underground Entry, London



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Underground Grocery and Parking, Amsterdam



Underground Entry, Canary Wharf, London



Metro Canopy, Dupont Circle, Washington DC



Metro Entry, Washington DC

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Post Office, Washington DC

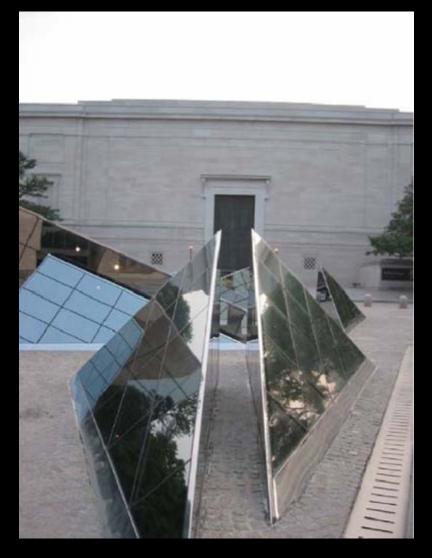


Pentagon Transit Facility, Washington DC



Tent Structure, National Mall, Washington DC

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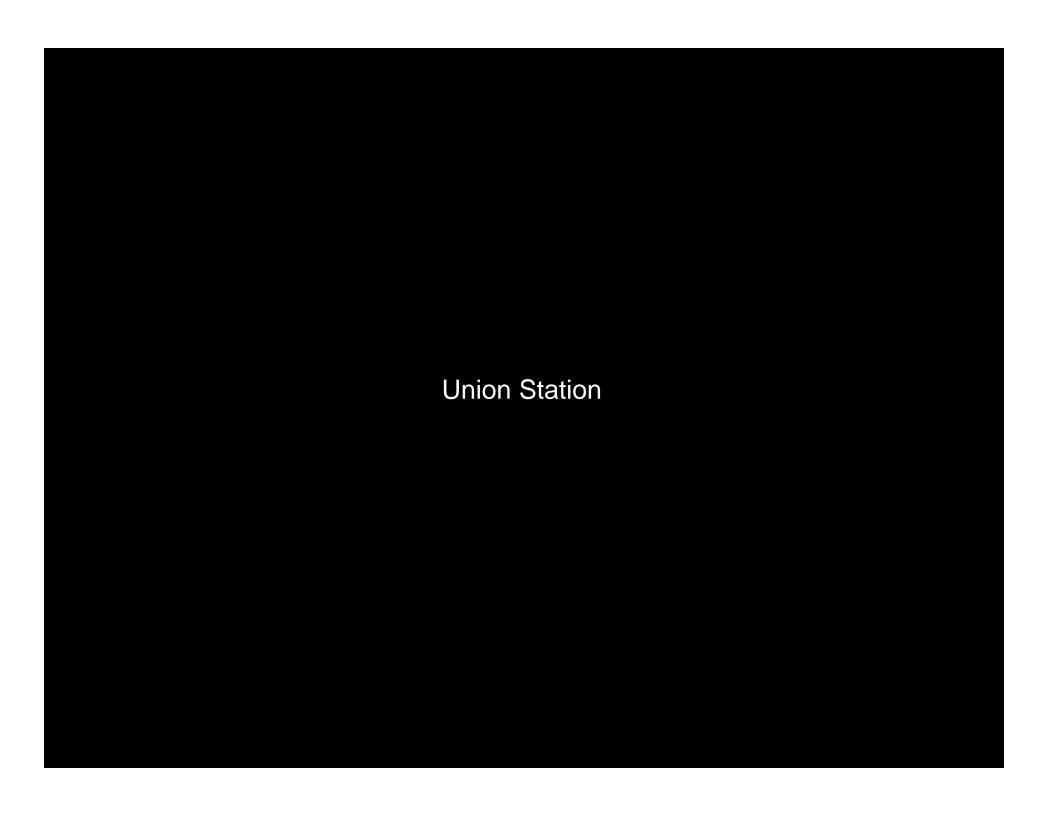


Natl. Gallery, Washington DC

Dept. of Commerce, Washington DC

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#### Union Station

Proposed Bicycle Transit Center



View From Southwest

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West Portico - Metro Entrance

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South Colonnade on axis with Post Office

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Parsons Transportation Group
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Retaining Wall and Lamps at First St.

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**Union Station** 

Proposed Bicycle Transit Center



View to Bookstore

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District Department of Transportation

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#### **Union Station**

Proposed Bicycle Transit Center





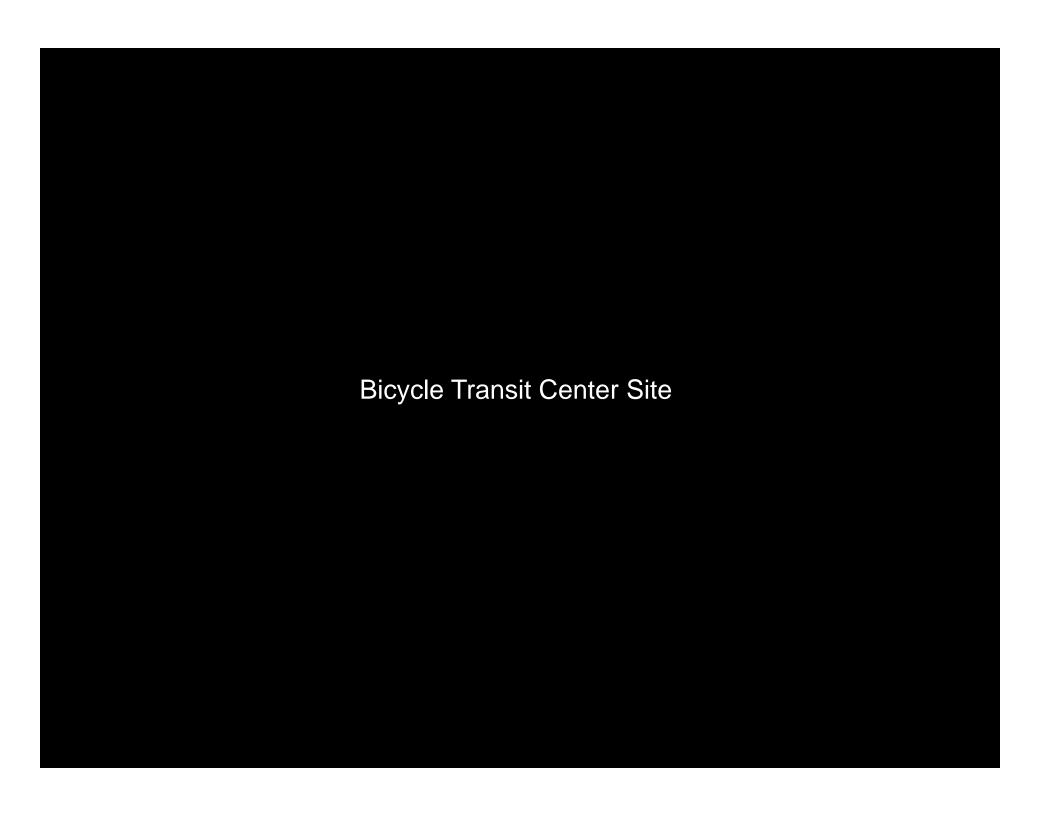
Vault @ Train Room

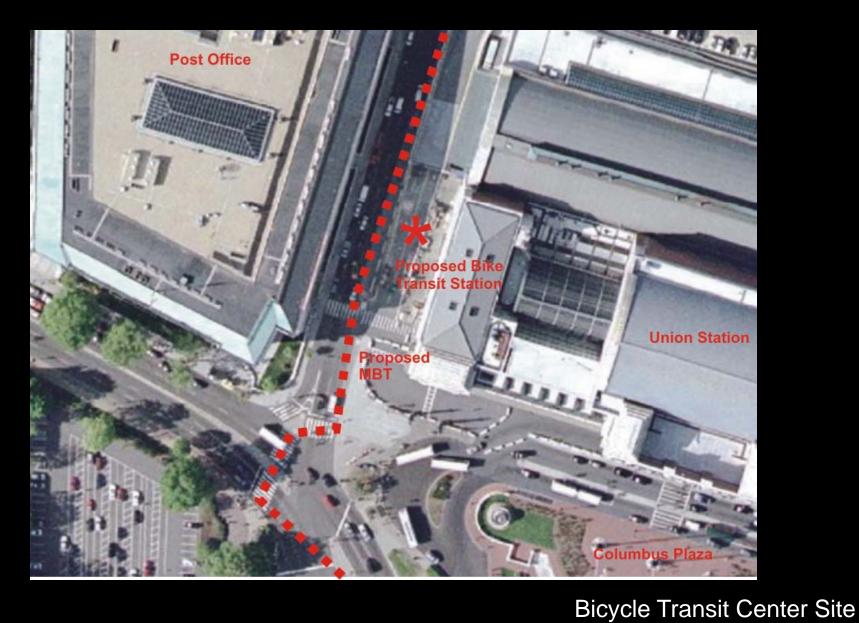
Vaulted Skylight

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District Department of Transportation

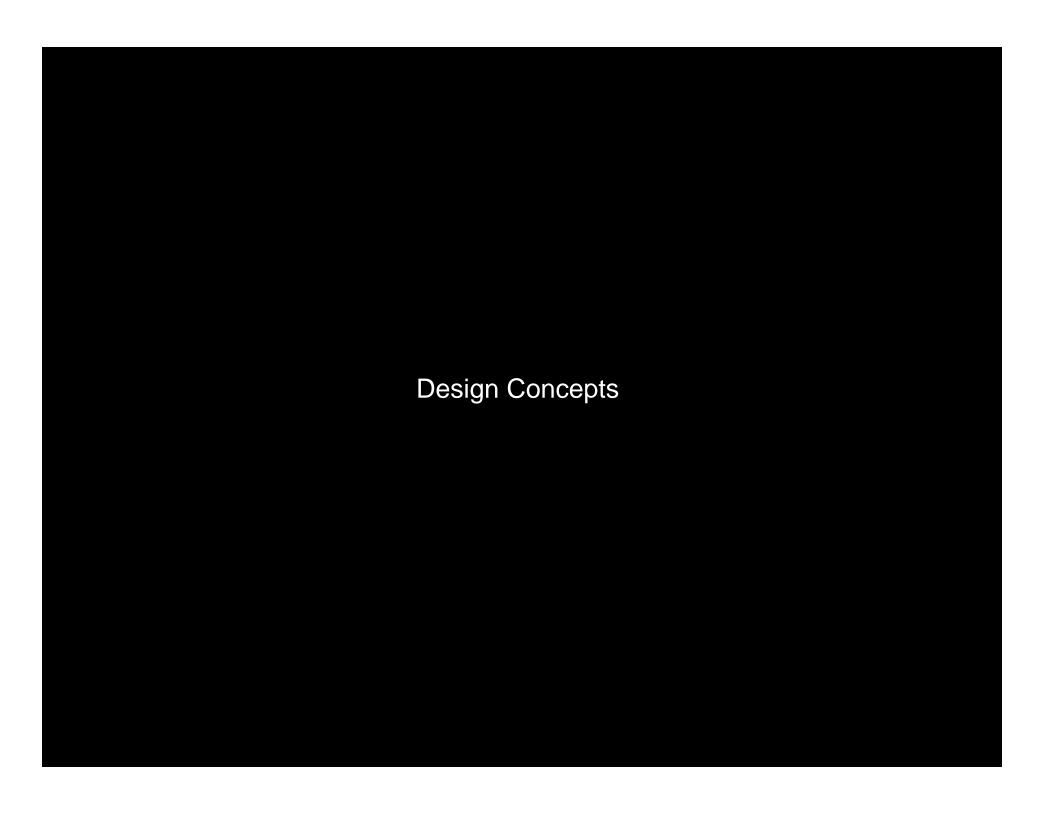
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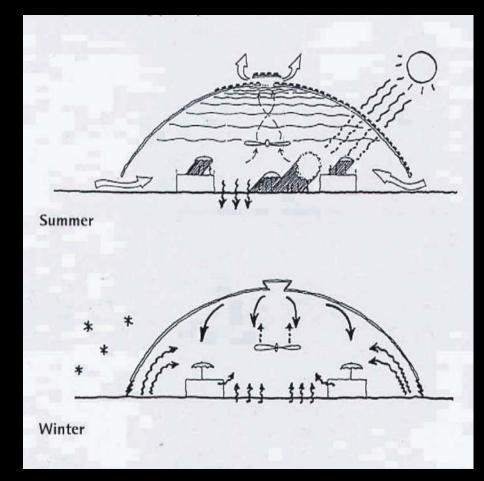




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**Ventilation Concepts** 

District Department of Transportation

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Parsons Transportation Group
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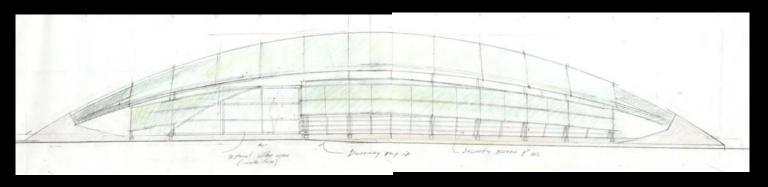


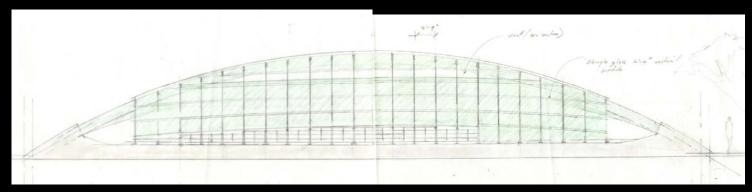


**Structure Concepts** 

District Department of Transportation

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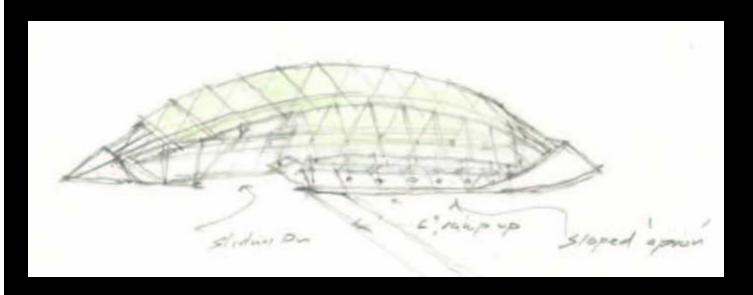


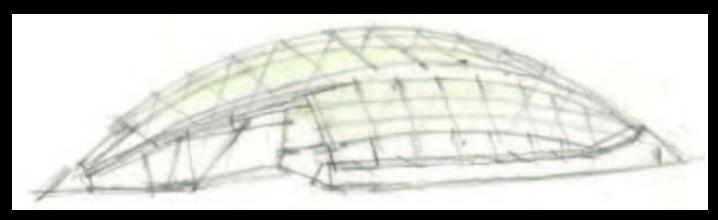


**Elevation Studies** 



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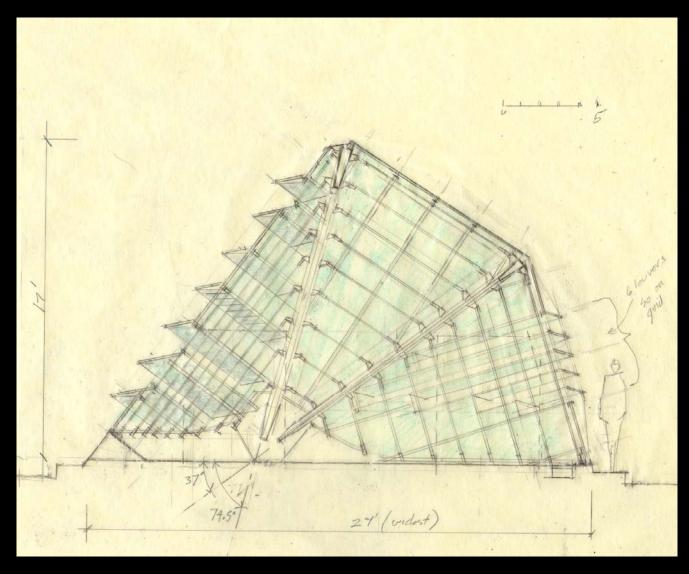


Massing Studies

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Section Studies

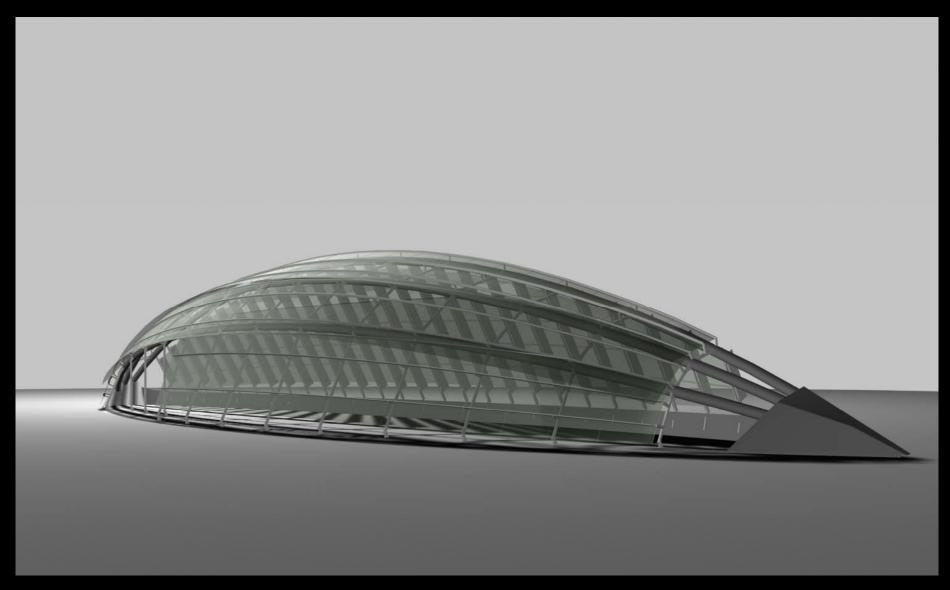


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#### **Design Concepts**

Proposed Bicycle Transit Center

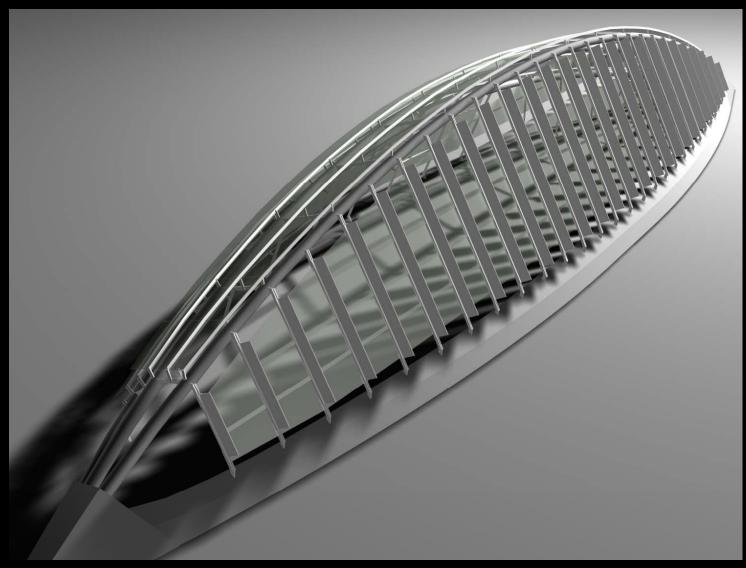


3D Studies



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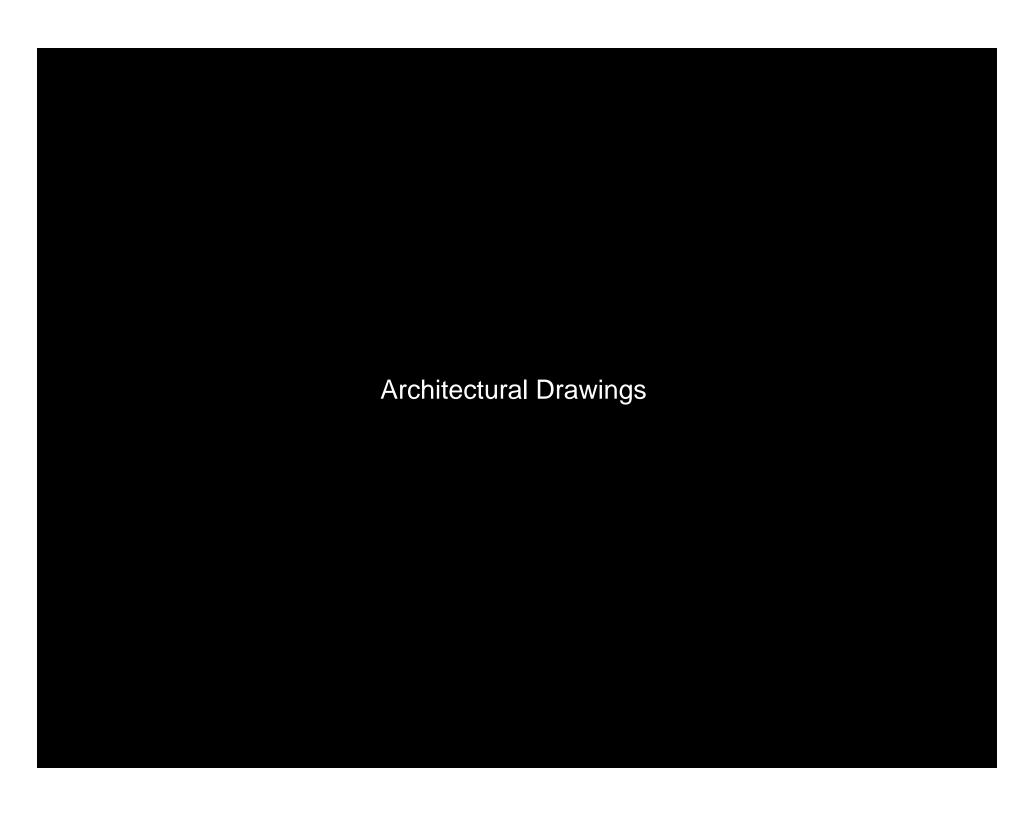


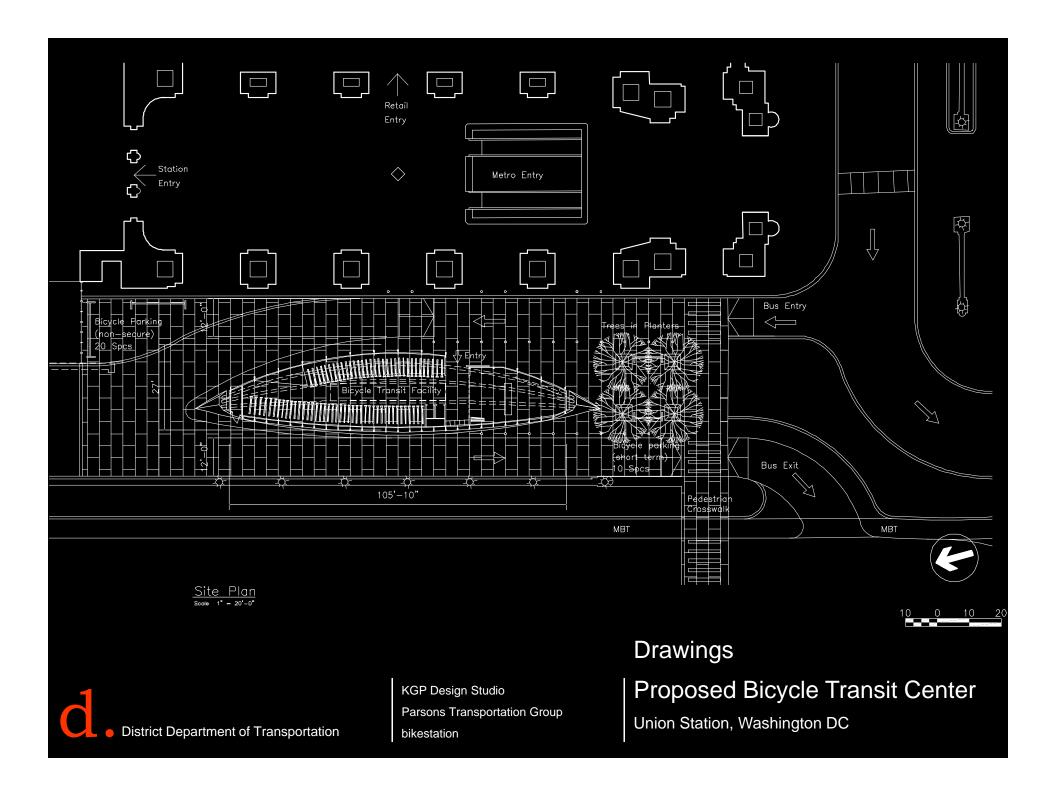
3D Studies

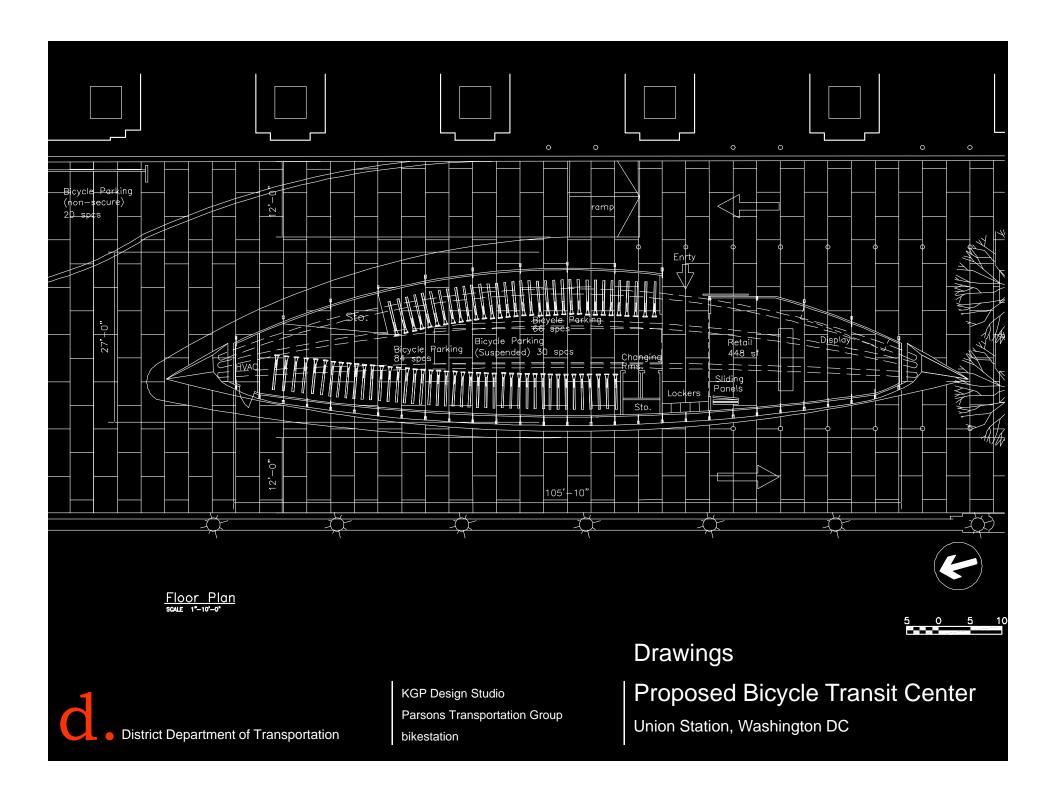


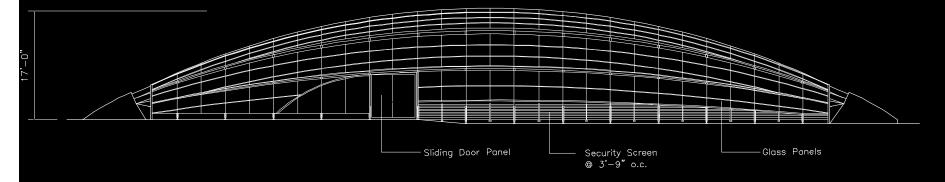
District Department of Transportation

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Parsons Transportation Group
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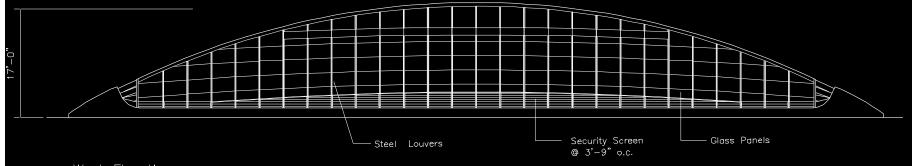








East Elevation
SCALE 1'=10'-0"



West Elevation
SCALE 1'=10'-0"



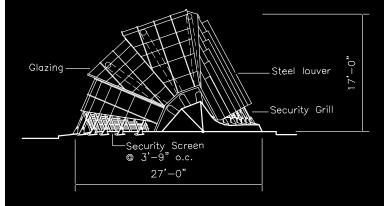
#### **Drawings**

#### Proposed Bicycle Transit Center

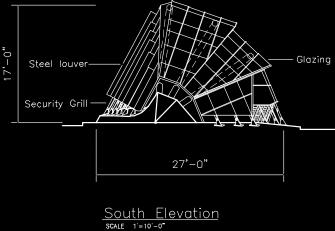
Union Station, Washington DC

District Department of Transportation

KGP Design Studio
Parsons Transportation Group
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North Elevation





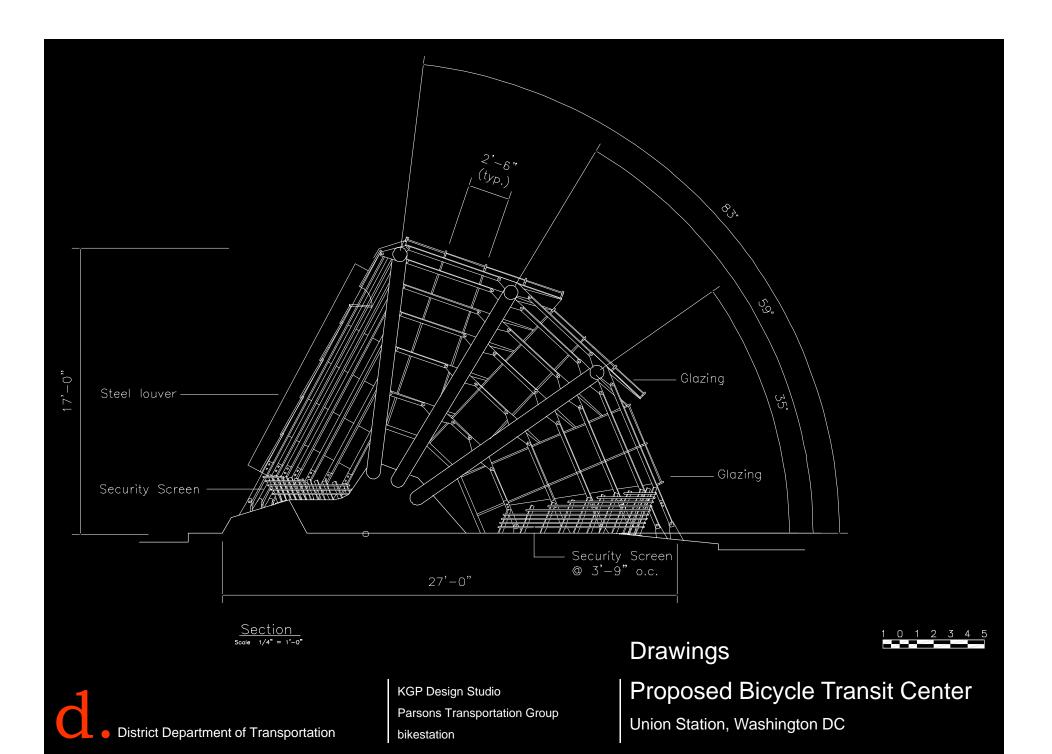


Proposed Bicycle Transit Center

Union Station, Washington DC

District Department of Transportation

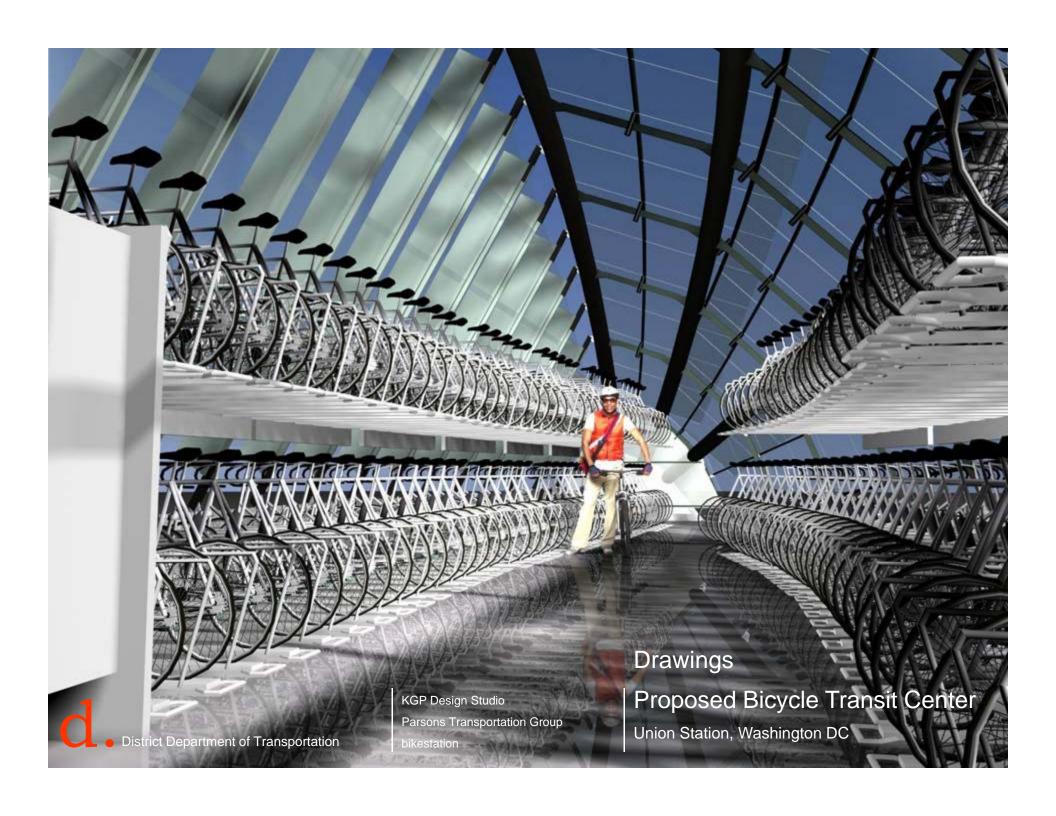
KGP Design Studio Parsons Transportation Group bikestation

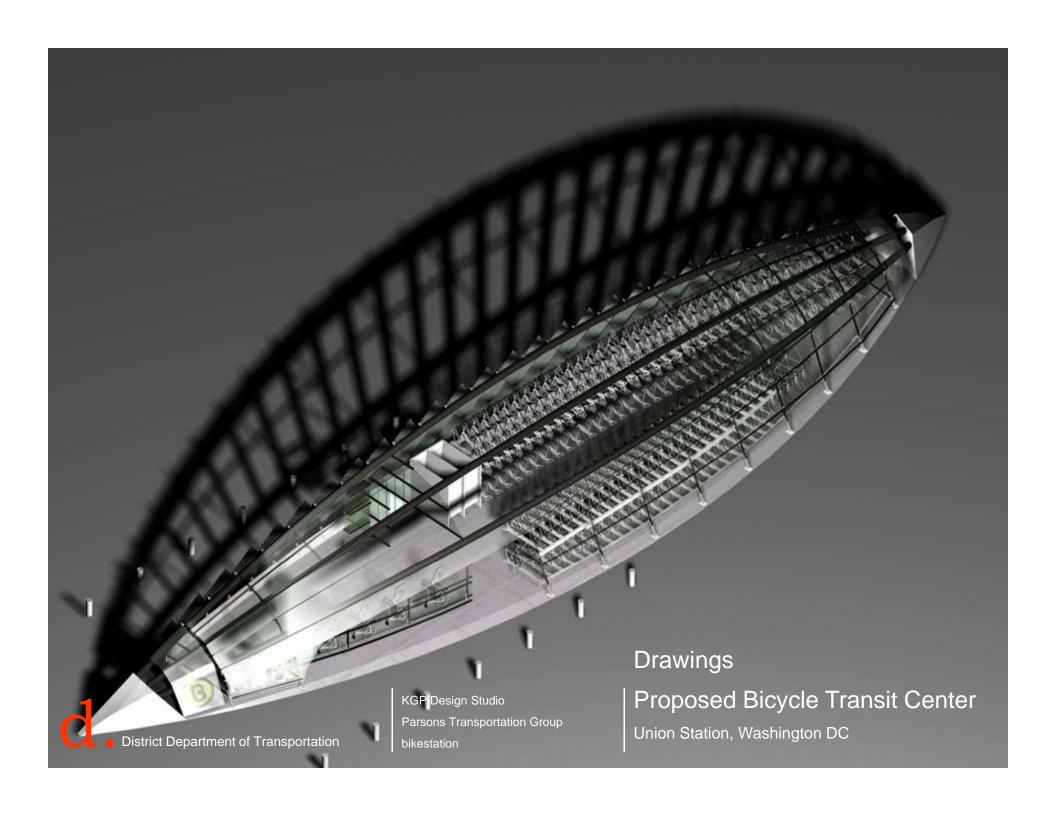










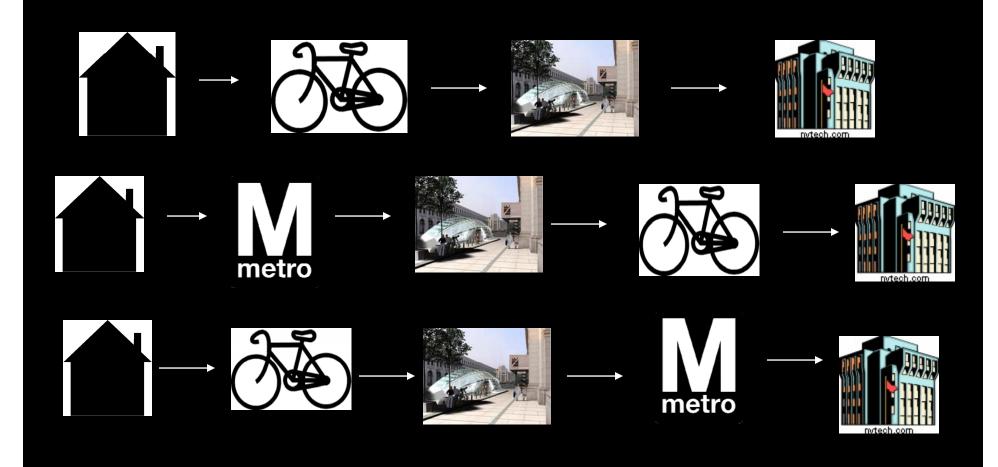


# Union Station Bike Station Features

- Parking for 150 bikes
- 25 more outdoors (free)
- Bicycle Repair
- Bicycle Rentals
- Bicycle Accessories
- 300-400 members



### Trips Types



### Parking Options

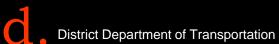
- Daily Fee (\$1)
- Monthly Membership
- Annual Membership (\$100)
- Members have 24/7 access
- Free outdoor racks



#### Proposed Bicycle Transit Center

Union Station, Washington DC





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Parsons Transportation Group
bikestation

March 2009



#### **Metropolitan Washington Council of Governments** FY 2009 Second Half Draft Marketing Campaign Summary

#### Introduction

A number of challenges impact the second half of FY09. In the past six months gas prices have dropped almost 50%, providing less of an incentive for commuters to leave their cars at home in favor of alternative transportation. Moreover, in the midst of an economic downturn, uncertainty and anxiety may make commuters less likely to stray from the comfort of their routines.

In addition, congestion is persistently problematic, with drivers facing bottlenecks on the roads during rush hours and the Metro and some bus lines running at or near capacity. The combination of lower gas prices, the appeal of routine during a tumultuous economy, and crowded transit present a challenging environment to convert commuters to alternative commute methods.

The Commuter Connections network members are working together to convert commuters in spite of this somewhat difficult environment. The team's efforts include:

- The launch of a new region-wide online ridematching system that makes it easier for commuters to explore options, and control the ability to identify potential rideshare opportunities.
- An exciting new umbrella marketing campaign launching in February 2009.
- A number of efforts and events to keep commuting issues front of mind including among others, the Bike to Work Day event and the Employer Recognition Awards.
- Diligent efforts of network members to forge and leverage relationships with commuters throughout the region.

The foundation for FY2009 marketing efforts was established in a marketing brief distributed to network members in August 2008. The strategies behind the FY09 marketing campaign continue to be based on the findings of the 2007 State of the Commute Survey, 2007 GRH Survey Report, and the Commuter Connections Stakeholder Attitudes and Opinions, April 2007. A separate analysis conducted by Odonnell Company looked at the implication of the findings on specific marketing strategies. Specifically, this analysis noted the following findings:

 All other modes, including train, carpool/vanpool, bus and bike/walk are all up from 2004 levels.

www.washingtondcgasprices.com

- One in every three reported trips was either avoided entirely or made with an alternative to driving alone.
- Women and men are increasingly equal in their percentage of using alternative transportation.
- People with incomes above \$30,000 per year are a discretionary market with opportunity for growth in ridership. No further distinction in income (for example, above \$50,000 per year) was indicated, so all income levels above \$30,000 can be targeted with campaign messages.
- The top reasons for using alternative transportation included save money (18%); changed jobs or work hours (18%) and save time (13%).

Commuter Connections launched its spring FY09 campaign in February 2009 with new creative designed to reach out and address the issues commuters are facing. The Rideshare campaign invites commuters to explore all options and "Try a Different Way to Get to Work". Rather than focusing on gas costs as the sole incentive to rideshare, the campaign takes a lighter approach to emphasize the other benefits of leaving a single-occupancy vehicle at home. The Guaranteed Ride Home campaign highlights the comfort and control commuters can feel by registering for the Guaranteed Ride Home program. In addition to paid and value-add media, Commuter Connections network members stepped up with an impressive contribution of donated transit space throughout the region to maximize the reach of the umbrella marketing effort. COG supported this effort by funding printing of the transit marketing materials through the Commuter Connections regional marketing budget.

#### **About Commuter Connections**

Commuter Connections is a regional network of transportation organizations coordinated through the National Capital Region Transportation Planning Board at the Metropolitan Washington Council of Governments (COG). Commuter Connections offers free services to those who work in the metropolitan Washington area. Major services include ridematching for carpools and vanpools and administration of the Guaranteed Ride Home program. Through its Employer Services Representatives, Commuter Connections also helps employers establish commuter benefit programs for their employees, including teleworking.

Organizations represented in the Regional TDM Marketing Group include:

City of Alexandria	ARTMA	Fairfax City
Fairfax County Office of Transportation	National Institutes of Health (NIH)	Mass Transit Administration (MTA)
Northern Virginia Transportation Commission (NVTC)	Potomac and Rappahannock Transportation Commission (PRTC)	Virginia Department of Transportation Northern Virginia District Office
TYTRAN	VDOT	LINK

Virginia Department of Rail and Public Transportation	Dulles Area Transportation Association (DATA)	Tri-County Council for Southern Maryland
Virginia Railway Express (VRE)	Washington Area Bicyclist Association (WABA)	Washington Metropolitan Area Transit Authority (WMATA)
Arlington County	MDOT	VPSI
General Services Administration (GSA)	District Department of Transportation (DDOT)	Loudoun County Office of Transportation Services
Maryland State Highway Administration	Montgomery County RideOn	Montgomery County Commuter Services
Montgomery County	Rappahannock Area Development Commission (RADCO)	Rappahannock-Rapidan Regional Commission
Northern Neck		

#### **Cornerstones of the Marketing Program**

Rideshare/PDC

The key products and services that are featured in the marketing program include the Guaranteed Ride Home and Ridematching programs. Both of these programs are critical to growing the regional database and making it easier for commuters to find and maintain shared ride arrangements. Other areas included in marketing outreach include transit, bicycling and teleworking.

The objectives of the program include the following:

- Create a platform which promotes all network products and services individually while reinforcing the support provided by the umbrella program of Commuter Connections.
- Raise awareness of the Commuter Connections network and position the group as the region's primary resource for alternatives to driving alone.
- Promote awareness of Ridematching services and increase applications for the
- Promote awareness of the Guaranteed Ride Home service and increase applications for the program.

#### **Messaging Strategy**

The second half of FY2009 saw the launch of new creative for the spring umbrella campaign. Commuters were urged to "Try a Different Way to Get to Work" with Commuter Connections' Ridematching program where "a fresh approach to saving money, time and the environment" is offered. The print creative offers visual strength delivered with a sense of lightness to help reduce resistance to sharing a ride. The sense of spontaneity and the uplifting feel of the concept feeds into the positive benefits offered by the Ridematching program and remind us that change, possibility and open-mindedness to a new way is a simple choice that can be made at any time. The bright colors are in stark contrast to the economic gloom many may be feeling and offer positive energy and promote feelings of a time for change. Individual benefits of ridesharing are brought forth in the payoff line of "a fresh approach to saving money, time and the environment". The sense of play, fun, and lightness were echoed in the radio ads where the use of a pogo stick and rickshaw grab the listeners' attention before delivering Commuter Connections' main message.

The Guaranteed Ride Home program is the insurance policy that most commuters hope they will not have to use but are reassured to know is there. Using the Commuter Connections' blue branding color as the predominant color, a contrasting bright orange was used to be visually hard hitting. Up close and personal graphics demonstrate the benefits of the Guaranteed Ride Home program. Commuters are offered a way to raise their comfort level while remaining in control. The print and radio concepts were tightly coupled to reinforce the message.

#### **Target Market**

The overall target audience for the communication was:

- Commuters between 25-54 years old
- Caucasian (65%) and African-American (20%)
- \$60.000+ annual household income
- Commute more than 20 miles / 30 minutes
- Live in Virginia (65%) or Maryland (33%); work in D.C. (49%) or Virginia (34%)
- Work for employers with 250+ employees (68%)
- Work for federal agencies (54%) and private sector companies (30%)
- Professional (40%), Executive/managerial (19%) and administrative (18%)

#### **Spring 2009 Media Cost Flowchart**

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MEDIA	FE	EΒ		M	ARC	Н		APRIL					M	ΔY		JUNE				COG TOTALS
		23	2	9		23	20	4			27	4	11		2E	1			22	
Rideshare	10	23		9	16	23	30	6	13	20	27	4	11	18	25	1	8	15	22	\$174,75
GRH																				\$174,75
Bike to Work Day																				\$24,00
Radio (Total)																				\$373,50
																				4070700
Coffee Sleeves																				\$52,50
Internet																				\$30,00
Bus Exterior																				\$
TransIT*																				
Bus Exterior Ride On*																				\$
Bus Interior ART*																				\$
Bus Interior DASH*																				\$
Bus Shelters Ride On*																				\$
Van Magnets VPSI*																				\$
Direct Mail*																				\$
WSJ Print Ad																				ТВ
Contingency																				\$3,00
Total																				\$459,00
GRH Only	GRH/RS Employer Recognition Awards																			

#### Media Objectives: Guaranteed Ride Home

The Guaranteed Ride Home program campaign utilized a mix of proven media avenues as well as non-traditional media to raise GRH awareness among commuters and increase applications for the program. Guaranteed Ride Home leverages alternative transportation by removing one of the perceived barriers, how to get home in case of an emergency.

#### Target market

- 35-54 years old, secondarily 25-54
- Caucasian (65%) and African-American (21%)
- \$60,000+ annual household income
- Commute of more than 30 miles / 45 minutes
- Live in Virginia (64%) or Maryland (34%), with a special emphasis on Prince William (20%) and Fairfax Counties (18%); work in D.C (60%) and Virginia (30%)

#### **Geographic Targeting**

Washington D.C. DMA

GRH Spring Media Budget	COG Cost	<b>Gross Dollars</b>
Radio	\$174,750	\$205,588
Internet Including earned media with radio partners	\$15,000	\$17,647
Coffee Cup Sleeves	\$26,250	\$30,882
Bus exteriors	(printing cost only)	(printing cost only)
Bus interiors	(printing cost only)	(printing cost only)
Bus shelters	(printing cost only)	(printing cost only)
Contingency	\$1,500	\$1,765
Total Budget	\$217,500	\$255,882

#### Media Objectives: Rideshare

The campaign to promote the Rideshare program uses a mix of traditional and non-traditional approaches to maintain awareness among commuters and increase applications for this program.

#### Target market:

- 35-54 years old, secondarily 25-54
- Caucasian (65%) and African-American (20%)
- \$60,000+ annual household income
- Commute of more than 20 miles / 30 minutes
- Work for employers with 250+ employees
- Live in Virginia (64%) or Maryland (33%); work in D.C (49%) or Virginia (34%)
- Work for federal agencies (54%) and private sector (30%)
- Professional (40%), Executive/managerial (19%), and administrative (18%)

#### **Geographic Targeting**

Washington D.C. DMA

Rideshare Spring Media Budget	COG Cost	<b>Gross Dollars</b>
Radio	\$174,750	\$205,588
Internet Including earned media with radio partners	\$15,000	\$17,647
Coffee Cup Sleeves	\$26,250	\$30,882
Bus exteriors	(printing cost only)	(printing cost only)
Bus shelters	(printing cost only)	(printing cost only)
Van magnets	(printing cost only)	(printing cost only)
Contingency	\$1,500	\$1,765
Total Budget	\$217,500	\$255,882

#### **Brand Character**

The Commuter Connections network wishes to be perceived as a network of organizations working to improve commutes. Through Commuter Connections' new online ride-matching system, commuters registering for the ridematching service will be given direct access to other commuters who are looking to carpool as well as commute routes and options. As more people share the ride to work, they collectively affect the commute in a positive manner for the region through less traffic congestion and cleaner air.

#### Radio

During the spring campaign, radio was used as the anchor medium for the campaign with a broad mix of radio stations including Spanish-speaking commuters with spots running on WLZL, El Zol. In total, the following 8 D.C.-focused stations and 4 exurban stations were used during the campaign:

WAFY (Key 103.1FM)	WFLS (93.3FM Real Country, Fredericksburg)	WRQX (Mix 107.3FM)
WASH (Soft Rock 97.1FM)	WFRE (99.9 Free Country, Frederick)	WSMD (Star 98.3FM Mechanicsburg)
WBIG (BIG 100 100.3FM)	WLZL (EI ZoI, 99.1FM)	WTGB (94.7 The Globe)
WBQB (B101.5FM Fredericksburg)	WPGC (Urban AC)	WTOP (News/Talk 103.5FM)

Two radio spots were written and produced to deliver the messages of the Guaranteed Ride Home and Ridematching campaigns. The radio campaign rotated between Rideshare and Guaranteed Ride Home weeks for a total of a 10 week on-air period from February 23 until June 28. No Rideshare or Guaranteed Ride Home spots aired during the three week period when the Bike to Work Day spots aired, April 20 through May 10.

WLZL translated into Spanish and produced the "Comfort Level" Guaranteed Ride Home spot and the "Different Way to Work" Rideshare spot for the campaign.

The following spots were developed in support of the spring campaign:

#### Guaranteed Ride Home::60—"In Control"

A businessman, used to being in control of every situation, is concerned that by carpooling, he will no longer be in control. His wife reassures him that he's always in control since he has registered with the Guaranteed Ride Home program that will provide him with a ride home should an unexpected family or personal emergency arise.

#### Guaranteed Ride Home::60—"Comfort Level"

A stressed-out executive loses it. He has been told he must work late to finish a project but he can't find the project folder and he's worried about missing his vanpool. His coworker reminds him that Guaranteed Ride Home will get him home in case of unscheduled overtime. He regains his composure, thanks his co-worker for saving him, who in turn reminds him that it was registering for Guaranteed Ride Home that saved him.

#### Ridesharing::60—"Pogo Stick"

Co-workers discuss another co-worker's unique attempts to save time and money on his commute. In this case, the co-worker has opted to try a pogo stick much to the amusement of his colleagues. The discussion centers around the benefits offered by Ridesharing, namely saving time, money, and the environment, and how simple it is to register by calling Commuter Connections.

#### Ridesharing::30—"Different Way to Work"

It's the end of the work day and employees are getting ready to head home when one employee offers to bring the rickshaw around. The rickshaw is being used as a way to save money on the commute since the employee has not been able to find anyone to rideshare with. He is reminded of the ease of Commuter Connections' new online ridematching system to find carpools.

#### Value Added Promotions

For the spring campaign, all radio stations were asked to promote the benefits of Commuter Connections' new online ridematching system. The radio stations responded with a mixture of promotional ideas.

The value add promotions being provided as part of the spring campaign include:

- WASH, WBIG, and WMZQ will continue to run the Rideshare Tuesday promotion.
- WRQX (Mix 107) will sponsor a contest in April with a Metro SmarTrip Card for \$107 as the prize. Entrants will be asked to provide details on how they plan to utilize it.
- WAFY will sponsor a contest in June with a bicycle as the prize. Entrants will be asked to provide commuting ideas or how to save on commuting costs.
- Commuter Connections has been asked to take part in interviews with Guy Lambert for WPGC's Public Affairs Show and on WLZL's "Tu Familia Zol" program.
- WFLS will provide Commuter Connections information in an e-blast to their database of 16,000 station club members.
- Bonus spots are included on most of the value add promotions. Most stations also plan to promote Commuter Connections on their station websites.

In addition to the value add promotions being provided by the radio stations, the coffee cup sleeve vendor will be sponsoring a Commuter Connections coffee day. As part of the promotion, one coffee café will be selected by Commuter Connections to provide free coffee for 2 hours for up to 200 customers. Balloons will be provided on location and signage will be on display for several days to promote the event.

#### **Internet Advertising**

Internet advertising during the spring campaign included rotating sizes of banner ads served to specified websites and geo-targeted to IP addresses in the Washington DC DMA.

The selection of web sites for the placement of web banner ads for the spring campaign focused on those sites providing top performance on previous campaigns. Sites that have performed well, ad sizes that have performed well, tuning ad placement to meet the target audience demographics, as well as Internet trends, all factored into the placement of the Internet ads for the spring campaign.

Historically, weather sites have been among the top performers for all Commuter Connection campaigns. Popunder ads, those ads presented in a window left behind when you close the browser, have also delivered top performance. The FY2009 fall campaign saw the inclusion of major job websites as the 2007 State of the Commute Survey showed a correlation between changing job or work hours and switching to alternative transportation. The fall campaign banner ad performance data supported the inclusion of job websites in the Internet media buy.

In addition to selecting sites based on past performance, the prevalence and adoption of social media and networking sites has grown considerably over the past year. The spring campaign recognizes this and has included a Facebook ad as part of the Internet ad placements.

The following sites are being used in the campaign:

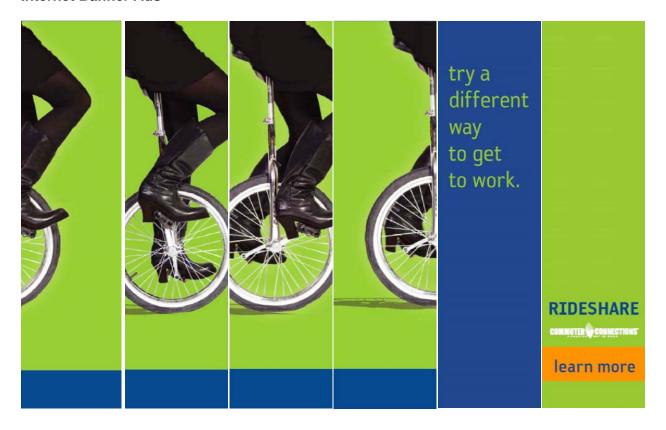
- Facebook
- Monster
- Accuweather
- Washington Times
- iii-interactive.com run-of-network geo-targeted by IP address

iii-interactive is a internet media company that works with a collection of hundreds of different web sites to provide advertisers with a cost-effective means of reaching potential customers through a large number of sites that can be targeted in a streamlined manner.

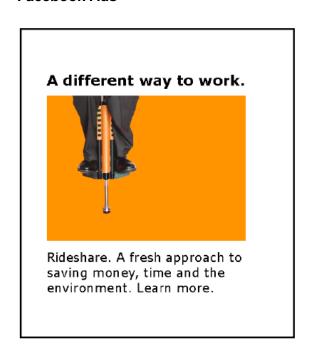
Four banner ad sizes, 160x600, 300x250, 720x300, and 728x90 were used for the campaign. One Rideshare and one Guaranteed Ride Home ad were provided in each size with equal rotation of both ads. For Facebook, 2 Rideshare and 1 Guaranteed Ride Home ads were created with equal rotation between the Rideshare and Guaranteed Ride Home ads.

Statistics were collected throughout the campaign allowing for ad placement optimization. Based on impressions delivered and CTR (Click Through Rate), ad sizes and site placement were adjusted to provide optimal performance.

#### **Internet Banner Ads**



#### **Facebook Ads**







#### **Coffee Cup Sleeves**

Coffee cup sleeves are practically as ubiquitous as single occupant vehicles on the road. During the spring, the campaign will distribute at least 525K, customized 4-color 'ad sleeves' over a 4 month time period in coffee cafes located in Virginia, Maryland, and Washington DC. Ad sleeves are distributed to coffeehouses for free, thus dramatically reducing their cup sleeve expense while leveraging their most powerful touch-point to enhance the consumer experience. This form of promotion is catching on with other advertisers as well. Others who have used this medium include Fox's '24' and the American Red Cross.

See Appendix for a sample list of the cafes that are on the distribution plan. This list reflects the vendor's initial estimated distribution and is subject to change both in number, and actual locations, as their operations team works through the allocation.



#### **Member Donated Space**

The free contributions of Commuter Connection network members are much valued as an effective channel for communicating the Commuter Connection message. By delivering the Commuter Connections message along the much traveled commuter routes, Commuter Connections is assured frequency of message in an affordable and effective manner. Commuter Connections has received generous donations of space on bus interiors and exteriors, shelters, and vanpools from the following network members:

















#### **Bus Interiors**



#### **Bus Exteriors**



#### **Bus Shelters**



#### **Vanpool Magnet**



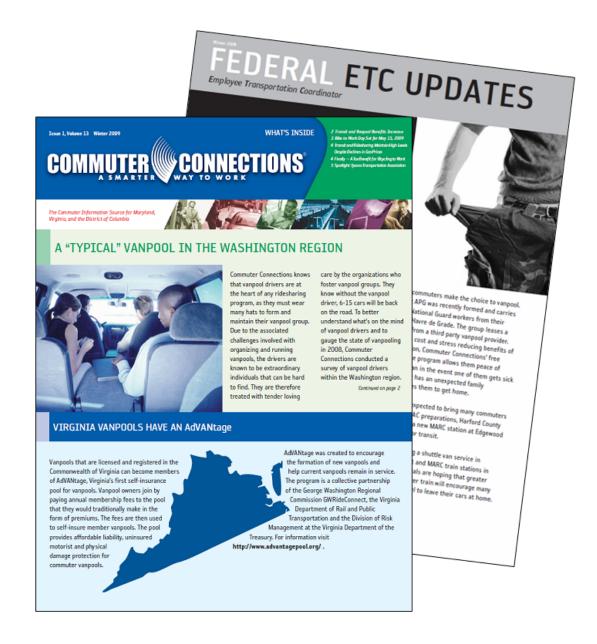
#### **Direct Mail to Households**

A direct mail campaign is scheduled to be mailed in June to households with persons age 35-54 and an annual income above \$50,000. A tear off card will be included so the recipient can easily apply for either ridematching and/or the GRH program, or request additional information.



#### **Commuter Connections Newsletter and Federal ETC Insert**

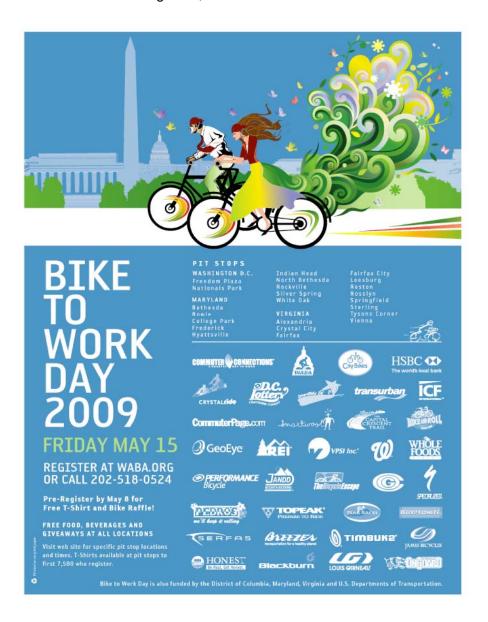
A Winter edition of *Commuter Connections*, with an insert for federal Employee Transportation Coordinators, was produced during the second half of FY2009. The six page 4-color newsletter is distributed to approximately 5,000 employers and mailed quarterly. It is also placed in .pdf format on the Commuter Connections web site. Newsletters are also sent to federal agencies via GSA along with a special Federal ETC Insert. A .pdf of the insert is also placed online at www.federaletc.org.



#### **Special Events**

#### **Bike to Work Day**

May 15, 2009 will again see thousands of commuters bicycling to work during Bike to Work Day. Adults 25-49, slightly skewed toward men, with a household income above \$30,000 will be targeted through radio advertising at a cost of \$24,000. Employers and employees will be targeted through a distribution of 75,000 posters and rack cards. Signage will appear on Downtown Circulator buses. T-shirts will be provided to an anticipated 7,500 bicyclists who register and participate. A sponsorship drive generated contributions to offset marketing costs. To engage the younger target audience, FY09's Bike to Work Day marketing efforts will include campaigns on the social networking sites, Facebook and Twitter.



#### **Employer Recognition Awards**

The Commuter Connections Twelfth Annual Employer Recognition Awards recognizes employers who voluntarily initiate worksite commute/telework programs to assist their employees. Winners and nominees will be honored at an awards ceremony in June 2009. An application was developed and distributed for the 2009 awards, and a web-based application form was also produced. A special invitation and program agenda are being produced for this important event. After the event, a ¼ page advertisement will be placed in the Wall Street Journal (Washington/Baltimore edition).



#### Appendix A: Café Locations for Coffee Cup Sleeves



BRITEVISION MEDIA					
COFFEE SLEEVE ADVERTIS	BING				
Preliminary VENUE LIST	mastiana				
CAMPAIGN: Commuter Con DATE: Mar 2009	nections				
DMA	Café Name	Street	City	ST	Zip
Washington, DC (Hagrstwn)	Capital Bagel Bakery	3610-A King St	Alexandria	VA	22302
Washington, DC (Hagrstwn)	Deli News & More	1406 King St	Alexandria	VA	22314 22314
Washington, DC (Hagrstwn) Washington, DC (Hagrstwn)	June Coffee Pan American Bakery & Grill	225 Reanekers Ln 650 S Pickett St	Alexandria Alexandria		22304
Washington, DC (Hagrstwn)	Uptowner Cafe-02	333 John Carlyle	Alexandria		22314
Washington, DC (Hagrstwn)	Ballston Cafe	4601 N Fairfax Dr	Arlington		22203
Washington, DC (Hagrstwn)	Ballston Place Gourmet	901 N Pollard St	Arlington		22203
Washington, DC (Hagrstwn)	Brooklyn Bagel & Bakery	2055 Wilson Blvd	Arlington		22201
Washington, DC (Hagrstwn)	Cedar Cafe City Market & Deli	24050 Crystal Dr	Arlington		22202 22201
Washington, DC (Hagrstwn) Washington, DC (Hagrstwn)	Euro Market	2250 Clarendon Blvd 2201 Wilson Blvd	Arlington Arlington		22201
Washington, DC (Hagrstwn)	Rappahannock Coffee & Roasting	2406 Columbia Pike	Arlington		22204
Washington, DC (Hagrstwn)	Mochaberry Coffee	1700 N Moore St	Arlington	VA	22209
Washington, DC (Hagrstwn)	Office Convenient Mart	1320 N Courthouse Rd	Arlington		22201
Washington, DC (Hagrstwn)	Port Plaza Deli	2711 Jefferson Davis Hwy	Arlington		22202
Washington, DC (Hagrstwn)	Rendevous Cafe	3540 Wilson Blvd	Arlington		22201
Washington, DC (Hagrstwn) Washington, DC (Hagrstwn)	Scoop Beauregard's Won Corp	5849 Washington Blvd 1320 N Veitch	Arlington Arlington		22205 22203
Washington, DC (Hagrstwn)	Bean Bag, The	10400 Old Georgetown Rd	Bethesda		20814
Washington, DC (Hagrstwn)	Bethesda Bagels	4819 Bethesda Ave	Bethesda		20814
Washington, DC (Hagrstwn)	Break Central	2 Bethesda Metro Ctr	Bethesda	MD	20814
Washington, DC (Hagrstwn)	Imagination Cafe	4908 Auburn Ave	Bethesda		20814
Washington, DC (Hagrstwn)	Janice's Expresso 2	6420 Rock Ledge Dr	Bethesda		20814
Washington, DC (Hagrstwn)	Kudo Beans Chesapeake Bagel Bakery	7501 Wisconsin Ave 5719 Burke Centre Pkwy	Bethesda Burke		20814 22015
Washington, DC (Hagrstwn) Washington, DC (Hagrstwn)	Chesapeake Bagel Factory	6043 Centreville Crest Ln	Centreville		20121
Washington, DC (Hagrstwn)	Spaghetti's	13812 Metrotech Dr	Chantilly		20151
Washington, DC (Hagrstwn)	Karin's Cafe	2 Wisconsin Circle	Chevy Chase	MD	20815
Washington, DC (Hagrstwn)	Olympia Coffee Shoppe	7021 Brookville Rd	Chevy Chase		20815
Washington, DC (Hagrstwn)	Sun Spot	5530 Wisconsin Ave	Chevy Chase		20815
Washington, DC (Hagrstwn)	Music Cafe, The	26528 B Ridge Rd	Damascus		20872 20855
Washington, DC (Hagrstwn) Washington, DC (Hagrstwn)	Yummy Donut Sun Spot Cafe	7244 Muncaster Mill Rd 2677 Prosperity Ave	Derwood Fairfax		22031
Washington, DC (Hagrstwn)	Sunny's Cafe	9860 Main St	Fairfax		22031
Washington, DC (Hagrstwn)	Toby's Homemade, LLC	3956 Wilcoxson Dr	Fairfax		22031
Washington, DC (Hagrstwn)	Venezia Cafe	8503 Arlington Blvd	Fairfax	VA	22031
Washington, DC (Hagrstwn)	Cafe Gallery	5203 Leesburg Pike	Falls Church		22041
Washington, DC (Hagrstwn)	Java Junction	5 South Summit Ave	Gaithersburg		20877
Washington, DC (Hagrstwn)	Jumbo Jumbo Cafe Wow Cafe	701 Russell Ave 9029 Gaither Rd	Gaithersburg		20877 20877
Washington, DC (Hagrstwn) Washington, DC (Hagrstwn)	Aqui Brazilian Coffee	12615 East Wisteria Dr	Gaithersburg Germantown		20874
Washington, DC (Hagrstwn)	Janice's Espresso	11200 Minstrel Tune Dr	Germantown		20876
Washington, DC (Hagrstwn)	Olney Bagel Bakery	3490 Olney-Latonsville Rd	Olney		20832
Washington, DC (Hagrstwn)	Diane's Cafe	12196 Sunset Hills Rd	Reston		20190
Washington, DC (Hagrstwn)	Wall Street Deli	12011 Sunset Hills Rd	Reston		20190
Washington, DC (Hagrstwn)	Cafe Gallery	5635 Fishers Ln	Rockville		20852
Washington, DC (Hagrstwn) Washington, DC (Hagrstwn)	Carmen's Cafe Research Center Deli	1115 Nelson St 2275 Research Blvd	Rockville Rockville		20850 20850
Washington, DC (Hagrstwn)	French Confection, The	816 Olney Sandy Springs Rd	Sandy Spring		20860
Washington, DC (Hagrstwn)	NOAA cafe	1315 EW Hwy	Silver Spring		20910
Washington, DC (Hagrstwn)	Soho Cafe & Market	8405 Colesville Rd	Silver Spring	MD	20910
Washington, DC (Hagrstwn)	Savory Cafe	7071 Carroll Ave	Takoma Park		20912
Washington, DC (Hagrstwn)	Bolla	655 15th St NW	Washington		20005
Washington, DC (Hagrstwn)	Capital Ground Coffee	1010 17th St NW	Washington Washington		20036
Washington, DC (Hagrstwn) Washington, DC (Hagrstwn)	Coffee Espress, The Connie's Coffee	2001 L St NW 4224 Fessenden	Washington Washington		20036 20016
Washington, DC (Hagrstwn)	Cornerstone Cafe	1501 M St NW	Washington		20005
Washington, DC (Hagrstwn)	Daily Market	1011 Connecticut Ave NW	Washington		20036
Washington, DC (Hagrstwn)	Franklin Grille	1200 K Street NW	Washington		20005
Washington, DC (Hagrstwn)	Java Green Coffee and Tea	1020 19th St NW	Washington		20036
Washington, DC (Hagrstwn)	La Baguette	2001 M Street NW	Washington		20036
Washington, DC (Hagrstwn) Washington, DC (Hagrstwn)	Lobby Mart Rollerj and Surfer City	501 3rd St 2024 Concessions	Washington Washington		20001 20310
Washington, DC (Hagrstwn)	Solar Cafe	1300 I Street NW	Washington		20005
Tracimigion, Do (riagiotali)	Sia Said		somington	- 53	_0000
This preliminary list consists of ta	arget locations only and is subject to chang	e without notice.			

## Metropolitan Washington Council of Governments Commuter Connections FY2009 Marketing Activities

Presented by:
Dan O'Donnell
Odonnell Company

Regional TDM Marketing Group March 17, 2009

#### 2009 Where We Are

- > Gas prices fell to a 5 year low; dropped 50% in 6 months
- Economic downturn; federal stimulus package
- > Traffic, congestion problems persist

## 2009 What We Are Doing

- > New region-wide online ridematching system
- > New umbrella marketing campaign launched in February 2009
- Efforts and events to keep commuting issues front of mind including Bike to Work Day event and Employer Recognition Awards

## Second Half FY2009 Marketing Activities

- > Spring Umbrella Campaign
- Winter and Spring Newsletters
- Bike to Work Day
- > Employer Recognition Awards

## Spring Umbrella Campaign

- New creative for Rideshare and GRH
- Campaign live February June 2009
- Media
  - Radio (anchor)
  - Internet banner ads
  - Coffee cup sleeves
  - Member donated transit space
  - Direct Mail

# Spring Umbrella Campaign

						SPR	ING	20	09	FLO	WC	HA	RT							
MEDIA	_		MARGO															COG		
MEDIA		FEB		MARCH				APRIL				MAY			JUNE			TOTALS		
	16	23	2	9	16	23	30	6	13	20	27	4	11	18	25	1	8	15	22	
Rideshare																				\$174,7
GRH																				\$174,7
Bike to Work Day																				\$24,0
Radio (Total)																				\$373,5
Coffee Sleeves																				\$52,50
Internet																				\$30,00
Bus Exterior TransIT*																				!
Bus Exterior Ride On*																				
Bus Exterior VRT*																				
Bus Interior ART*																				
Bus Interior DASH*																				!
Bus Shelters Ride On*																				
Train Interior MARC*																				
Van Magnets VPSI*																				
Direct Mail*																				
WSJ Print Ad																				Т
Contingency																				\$3,0
Total																				\$459,0
GRH Only Rideshare Only	GRH/RS Employer Recognition Award Bike To Work Day							İs												

# Radio Spots

➤ 12 radio stations rotating Rideshare and GRH spots



















odonnellcompany







## Radio Spots

- > Rideshare
  - "Pogo Stick"
  - "Different Way to Work"
- > GRH
  - "In Control"
  - "Comfort Level"



#### Radio Value Add Promotions

- > WASH, WBIG, WMZQ to run Rideshare Tuesday promo
- WRQX (Mix 107) to sponsor contest in April with Metro SmarTrip Card for \$107 prize
- > WAFY to sponsor contest in June with bicycle prize
- Interviews planned with Guy Lambert for WPGC's Public Affairs Show and WLZL's "Tu Familia Zol" program
- > WFLS to e-blast their database of 16,000 station club members
- > Bonus spots on most promos, promotion on station websites

#### Internet Banner Ads

> High performing sites from previous campaigns





- > Run of Site/Run of Network popunder ad
- > Facebook added for trial social networking site



### Rideshare Facebook Ads

#### A different way to work.



Rideshare. A fresh approach to saving money, time and the environment. Learn more.

#### A different way to work.



Rideshare. A fresh approach to saving money, time and the environment. Learn more.

## GRH Facebook Ad

#### Raise your comfort level.

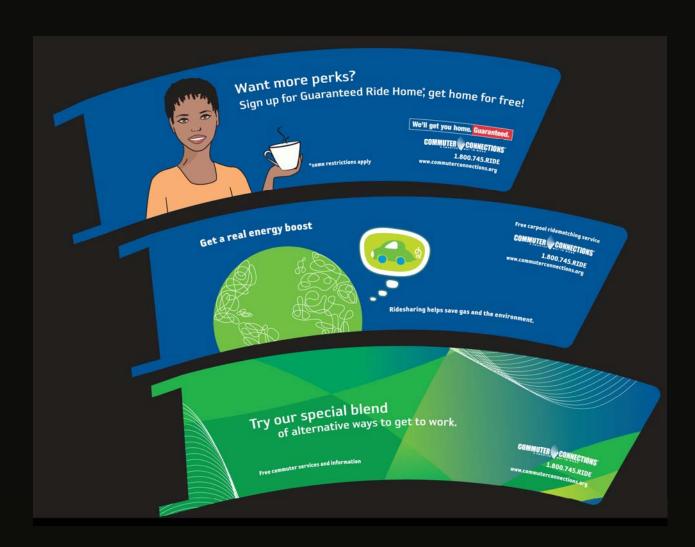


When a sudden family emergency arises or you have unscheduled overtime we'll get you home for free. Guaranteed Ride Home. Learn more.

## Coffee Cup Sleeves

- > 525,000 sleeves to be distributed over 4 months
- Café locations in Maryland, Virginia, and DC
- > 3 sleeve designs to be distributed
- Value add promo, Commuter Connections coffee day
  - 2 hours free coffee for up to 200 customers
  - Balloons and signage provide on location
  - Date and place to be decided

# Coffee Cup Sleeves





## Member Donated Transit Space



➤ Alexandria LocalMotion DASH - bus interiors



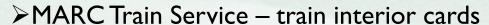


➤ Frederick County TransIT – bus exteriors





PSI Inc. > Virginia Regional Transit (Loudoun) – bus exteriors





➤ Montgomery County Ride On — bus shelters, bus exteriors



➤ VPSI — van magnets









#### Rideshare Bus Exteriors

Try a different way to get to work.



RIDESHARE.

TRANSIC COMMUTER CONNECTIONS'
commuterconnections.org 800,745.RIDE

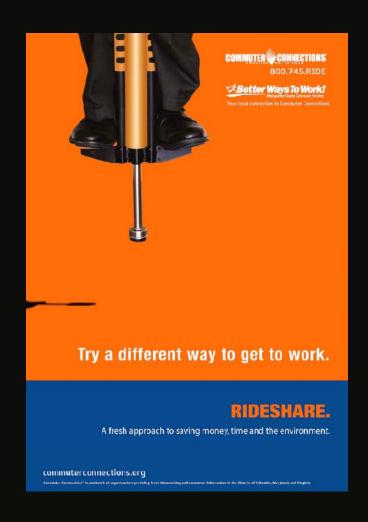
Try a different way to get to work.

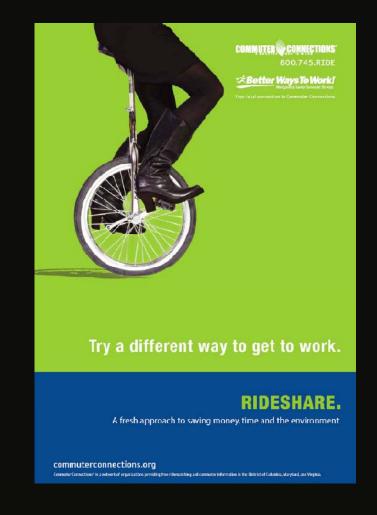


RIDESHARE.

TRANSIT COMMUTER CONNECTIONS commuterconnections.org 800.745.RIDE

## Rideshare Bus Shelters







## Rideshare Van Magnet





### **GRH Bus Exterior**



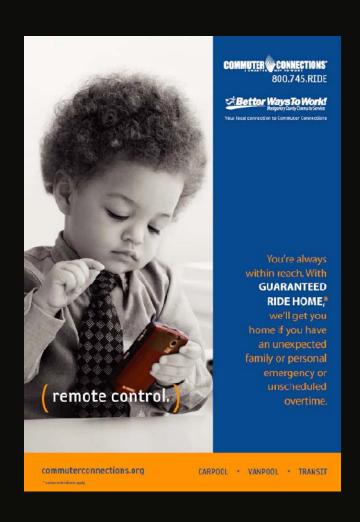


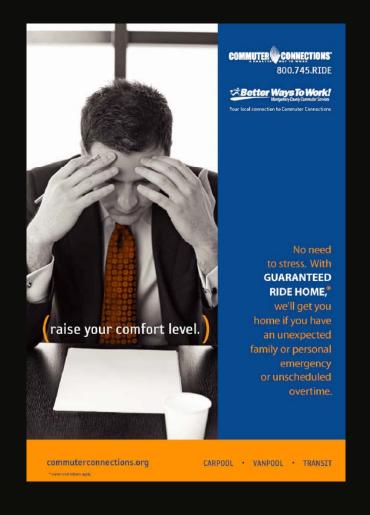
(raise your comfort level.)

we'll get you home for free. **GUARANTEED RIDE HOME**.



### **GRH Bus Shelters**







### **GRH** Bus Interior





You're always within reach. With GUARANTEED RIDE HOME,\* we'll get you home if you have an unexpected emergency or unscheduled overtime.

remote control.



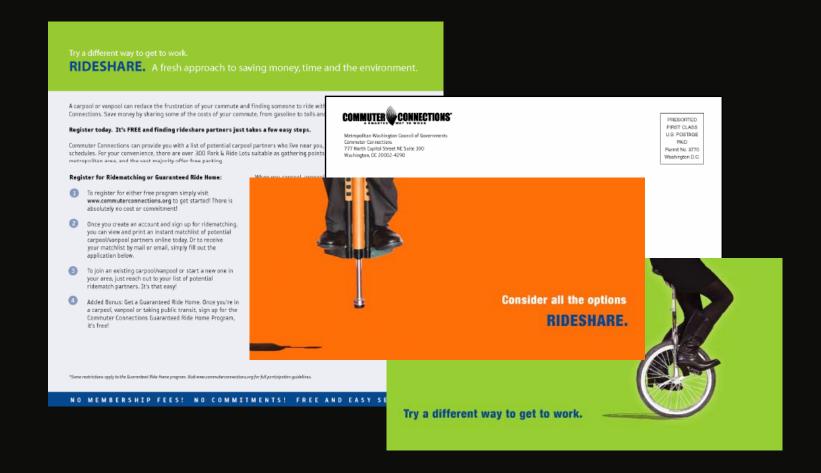
\*Somerestrictions appl



#### Direct Mail

- > 450k mailed in winter 2008
- > Second mailing in June 2009

#### Rideshare Direct Mail



## **GRH Direct Mail**

Pleacetear along perforation line above	tild and tage shirt prior to mailing back.			
REGISTER FOR CARPOOL R	IDEMATCHING OR   Here's your first step. Complete the form below, including sections of the HOME TODAY!   A and/or 8 and return it today?			
Name	Employer/Agency			
Home Address  City State Zip	NAME OF THE OWNER O			
County of Residence	Whether it's an	1/14		
Home Phone Number	unexpected emergency or unscheduled overtime, free	120		
Email (Optional)	GUARANTEED RIDE HOME *	To the second		
Which of the following dia you use to get to work? (About All Street Apply)	gives you the control			
□ Drive Alone □ Carpool □ Vanpool □ Bicycle □	to get home when you've	CONT.	6	
☐ Metrorall screen Bed Ye	got to be there.	150 F		
☐ VRE-tritotominus Manassas Fredericksburg			Tr. II	
How many days per week do you use the above mode(s) to travel to worl				
		M NEEDI	3	
Information and Schedules – Please send information about:			3	
□ MterroRail/BusJ	(while you're at w	ork.)		
Section A   Carpool/Vanpool Ridematch Service	* Some restrictions apply			
Hill out the information below and we'll send you a matchist of potent carpool or vanpool partners who live and work near you that have similar schedules. We'll also let you know where the closest Park & Ri de Lots are to your home.	bicycling, walking or taking public transit to work at least twice a week. Once you sign up you'll receive an official Commutor Connections ID card with your Guaranteed Ride Home registration number.			COMMUTER CONNECTIONS
IF interested in a carp ool would you prefer to:  Orive Only Ride Only Shane Oriving	Supervision's Name**  Supervision's Phone Number**	A STATE OF THE STA		
If interested in a vanpool would you prefer to:  □ Drive Only □ Ride Only □ Share Driving	How many miles is it from home to work on e way?	-40 O-F		
I can arriveminutes before orminutes after my normal work time.  I can leaveminutes before orminutes after my normal work time.	Have questions or need more information? Visit www.commuterconnections.org or call 1-800+745-RIDE.	4 .		
	COMMUTER CONNECTIONS.			
"Serve restrictions apply to the Georgesteed Ride Home program, visit our web site for full partic	·			
			,	
			( remote control.)	
			1	



## Winter and Spring Newsletters

damage protection for

Winter newsletter mailed in February

**FEDERAL ETC UPDATES** 

Employee Transportation Coordinator

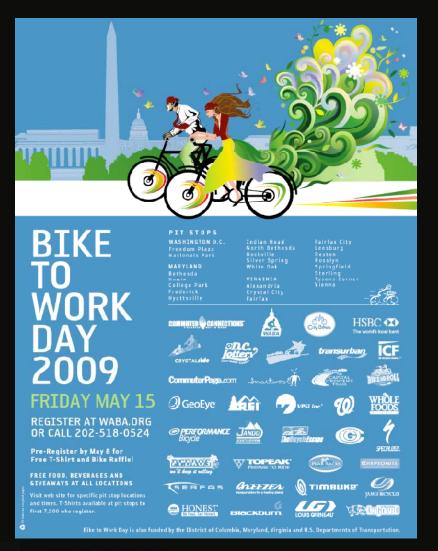
Spring newsletter being written



## Bike to Work Day

- Sponsorship drive resulted in reaching donation goal for 7,500 T-Shirts
- > Sponsorship dollars reached for outdoor banners displays
- Radio to increase awareness
- ➤ Marketing collateral includes:
  - Poster and rack card
  - T-shirt
  - Pit stop banners
  - Circulator bus cards
- Engage younger audience through Facebook, Twitter

#### BTWD Poster and Rack Card





## **BTWD T-Shirt**

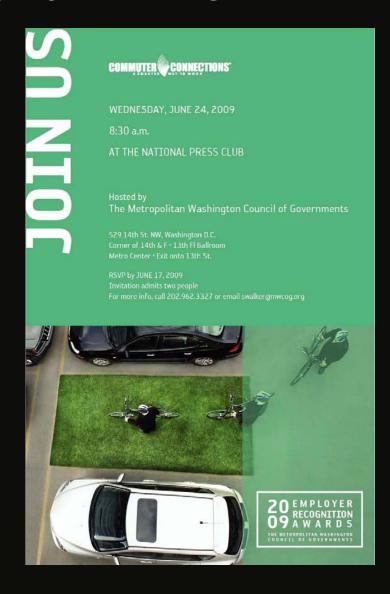




## **Employer Recognition Awards**

- > 23 nominations received
- > Selection committee meets March 18
- ➤ Marketing collateral in development includes:
  - Invitation and response card
  - Awards program booklet
  - Podium signage
  - Winner print ad
- Employer Recognition Awards Ceremony Tues. June 23, 2009

## Employer Recognition Awards





## Questions & Answers

Any questions or comments?



## GOALS OF THE CAMPAIGN



The people who benefit from Ride Smart Solutions are everyday people working hard to earn a living and provide for their families.

We serve everyday people working toward a better life, interested in going to school, building a career, spending time with family & friends, and local entertainment venues.



## **CAMPAIGN** MESSAGE



And what keeps these every day warriors from accomplishing their daily tasks?

#### - NOTHING -

They rely on Ride Smart Solutions of Prince George's County.



## **CAMPAIGN** MESSAGE



Commuters using and seeking an alternative commute need to know about the variety and number of programs and resources available.

#### Poster Copy -

Getting across town can sometimes be a nightmare. That's why you should call Ride Smart Solutions. We provide a range of transportation solutions for everyday heros like you. From van pools to buses and every service in between, we'll make sure nothing stops you.

Prince George's Commuter Solutions

# NEW "HEROES" CAMPAIGN — LAUNCHED SEPTEMBER 1, 2008



Prince George's County
launched an advertising
campaign that encourages and
empowers everyday heroes to
use a range of transportation
solutions as explained on the
county's commuter program
website.



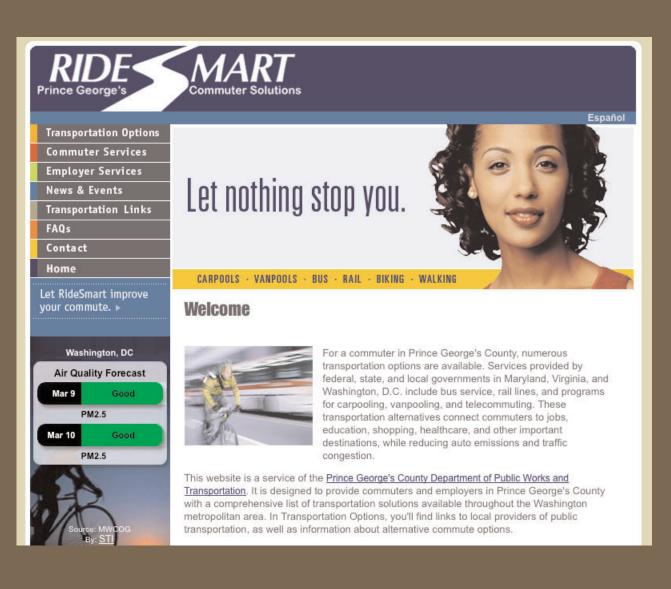


## **NEW "HEROES" CAMPAIGN**



This campaign was featured in local magazine ads, bus shelters, in-bus posters and at participating employer work sites and benefit fairs.

#### **WEBSITE**



The RideSmartSolutions.com site was launched in August 2008 and has seen a steady increase in web traffic each month.

#### **CAMPAIGN** SUPPORT

#### nds Service to National Harbor

Hotels, formerly known as Opryland esorts, has opened a new location at Harbor in Prince George's County. With of 6,000 employees when the resort is in n, Gaylord plans to employ people from ing areas throughout Maryland, the lumbia and Virginia. To accommodate nent effort, Metro has added a new bus se new commuters. Metro's new route he Southern Avenue Metrorail Station way to National Harbor and on to the rk & Ride before traveling back to enue. Buses will run every 20 minutes eak rush hours and every 30 minutes al service hours and on weekends. As a is and many other Prince George's force initiatives, Commuter Connections provide commuter assistance to the Hotel and all of National Harbor's ensure reliable public transportation their employees.





New campaign to help the everyday hero like you with commuter needs.

#### New "Heroes" Campaign Launched April 1, 2008

Commuters using and seeking an alternative commute need to know about the variety and number of programs and resources available. That is why Prince George's County launched an advertising campaign that encourages and empowers everyday heroes to use a range of transportation solutions as explained on the county's commuter program website www.RideSmartSolutions.com. From vanpools to buses and every service in between, Prince George's County wants to make sure that "Nothing Stops You" from getting around town and accomplishing your goals.

This campaign will be featured in local magazine ads, bus shelters, on-bus posters and in participating employer worksites. For information on how your firm or county agency can display a campaign poster, call 301-577-0887.

#### Daylight Savings Time-Brief History of DST & Energy Saving

Following the 1973 oil embargo, the U.S. Congress extended Daylight Savings Time to eight months, rather than the normal six months. During that time, the U.S. Department of Transportation found that observing Daylight Savings Time in March and April saved

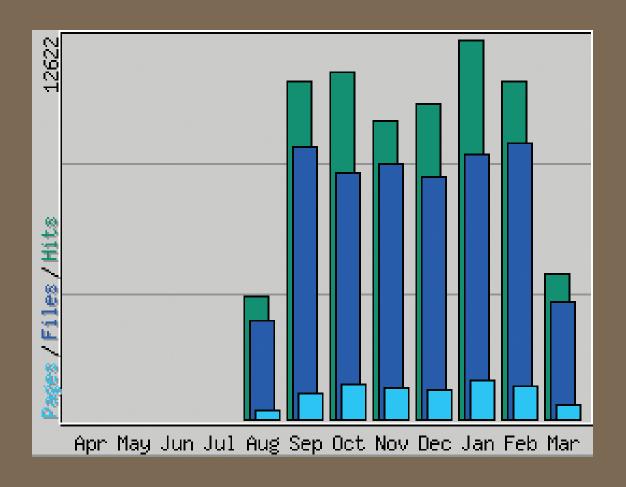
the equivalent in energy of 10,000 barrels of oil each day – a total of 600,000 barrels in each of those two years.

In 1986, Daylight Savings

The campaign was supported by a quarterly newsletter to employers in the county.



### **USAGE** SUMMARY



35% increase in web activity in September and October when the campaign was introduced

20% above average when shelters were moved to new neighborhoods in January and February





